

## Message Text

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PAGE 01 STATE 199069  
ORIGIN COME-00

INFO OCT-01 ARA-10 ISO-00 EB-08 /019 R

DRAFTED BY COM/BED/ITA/OIM/JLBLOW/CMM/DFH  
APPROVED BY EB/OCA/CM/JJREILLY  
COM/BED/ITA/EOOLSEN/AD/EM  
COM/BED/ITA/OIM/JMOORHOUSE  
COM/BED/ITA/RGARNITZ/DIR/OIM  
ARA/MGT/WSKOK

-----127601 081137Z /12

R 072148Z AUG 78  
FM SECSTATE WASHDC  
TO AMEMBASSY BRASILIA  
INFO AMCONSUL SAO PAULO

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E.O. 11652: N/A

TAGS: BEXP, BR

SUBJECT: STAFFING OF SAO PAULO TRADE CENTER

REF: BRASILIA 5229

1. USDOC APPRECIATES COMMENTS EXPRESSED BY EMBASSY IN REFTTEL AND REGRETS HAVING TO REDUCE STAFFING AT TRADE CENTER. THIS ACTION IS BEING TAKEN AT U.S. TRADE CENTER LOCATIONS AROUND THE WORLD. PRESENT ALLOCATION OF HUMAN RESOURCES WILL ONLY PERMIT THE MAXIMUM OF FOUR USDOC FUNDED POSITIONS IN EACH TRADE CENTER.

2. AS DISCUSSED INFORMALLY BETWEEN OUR COUNTRY MARKETING MANAGER AND THE SAO PAULO TRADE CENTER DIRECTOR, THE DECISION AS TO WHICH TWO LOCAL POSITIONS WILL BE ABOLISHED  
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IS A DECISION FOR THE TRADE CENTER TO MAKE. USDOC HAS NO OBJECTION TO THE ELIMINATION OF THE COMMERCE FUNDED SECRETARY PROVIDED THE DIRECTOR'S SECRETARY TAKES ON THE ADDITIONAL WORK. IT IS POSSIBLE, AND IN PRACTICE AT SOME TRADE CENTERS, TO HAVE THE FISCAL ASSISTANT CARRY ADDITIONAL SECRETARIAL DUTIES. IF THE TRADE CENTER FEELS THAT SECRETARIAL DUTIES CAN BE RE-WORKED, A MARKET

RESEARCH POSITION MAY BE RETAINED.

3. IT SHOULD BE NOTED THAT USDOC IS CURRENTLY INVOLVED IN A MAJOR SECTORAL SURVEY FOR BRAZIL. THIS STUDY BEING DONE AT CONSIDERABLE COST BOTH TO FINANCIAL AND PERSONNEL RESOURCES. WHILE THE SECTORAL SURVEY WILL NOT PROVIDE ALL OF OUR MARKET RESEARCH NEEDS FOR THE NEXT TWO OR THREE YEARS, IT SHOULD PROVIDE RATIONALE AND FRAMEWORK IN EACH OF THE KEY SECTORS COVERED. THIS SURVEY SHOULD PERMIT COMMERCIAL SECTIONS TO UPDATE OR BROADEN SPECIFIC SECTORS WITH MINIMUM RESOURCE REQUIREMENT. CONTRACT FUNDS WILL BE MADE AVAILABLE ON A CONTINUING BASIS AS REQUIRED.

4. AS STATED USDOC APPRECIATES EMBASSY'S CONCERN AND PRESENTATION. WE ARE FORCED TO REDUCE STAFFING NOT ONLY IN SAO PAULO BUT IN EVERY TRADE CENTER. WE HAVE ALLOWED TRADE CENTERS TO MAKE DECISIONS REGARDING INDIVIDUAL POSITIONS AND WILL CONTINUE TO SUPPORT MARKET RESEARCH FUNCTIONS WITH ALL RESOURCES POSSIBLE. CHRISTOPHER

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## Message Attributes

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**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Disposition Comment:** 25 YEAR REVIEW  
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**TAGS:** BEXP, BR  
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**Review Markings:**  
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